

## Message Text

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ACTION STR-04

INFO OCT-01 EUR-12 IO-10 ISO-00 STRE-00 FEA-01 AGR-05

CEA-01 CIAE-00 COME-00 DODE-00 EB-07 FRB-03 H-02

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CIEP-01 SS-15 TAR-01 TRSE-00 USIA-06 PRS-01 SP-02

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FM USMISSION EC BRUSSELS

TO SECSTATE WASHDC 203

INFO USDEL MTN GENEVA

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PASS STR FOR ACTION

E.O. 11652: N/A

TAGS: ETRD

SUBJECT: US-EC CONSULTATIONS JANUARY 22 ON MTN'S

REF: MTN GENEVA 9320

1. AS AGREED IN TELECON WITH AMBASSADOR DENT, AMBASSADOR GREENEALS CALLED ON EC COMMISSIONER GUNDELACH DECEMBER 22 TO GO OVER SCENARIO FOR US-EC MTN CONSULTATIONS. AFTER INFORMING GUNDELACH OFFICIALLY THAT JANUARY 22 DATE ACCEPTABLE, AMBASSADOR GREENWALD ASKED FOR GUNDELACH'S VIEWS ON WHAT THE CONSULTATIONS SHOULD COVER AND HOW THEY SHOULD PROCEED.

2. GUNDELACH RECALLED HIS MEETING NOVEMBER 20 IN WASHINGTON WITH AMBASSADOR DENT WHERE THE IDEA OF JANUARY BILATERAL CONSULTATIONS HAD BEEN DISCUSSED. HE HAD IN MIND A HIGH-LEVEL REVIEW OF THE MTN ISSUES WITH A VIEW TO SEEING WHAT

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THE PROBLEMS WERE AND HOWBEST TO GET AHEAD IN 1976.

THERE WAS NO INTENTION TO SET UP A "DIRECTOIRE" AND THERE SHOULD BE SIMILAR BLIATERAL MEETINGS WITH JAPAN AND PERHAPS OTHERS. GUNDELACH'S THINKING WAS INFLUENCED BY THE SUCCESSFUL "NEGOTIATIONS MANAGEMENT" CARRIED ON BY THE "BIG FOUR" UNDER WYNDHAM WHITE IN THE KENNEDY ROUND. THIS FORMULA COULD NOT BE APPLIED IN THE PRESENT NEGOTIATIONS AND GUNDELACH WAS THEREFORE TURNING TO BILATERAL TALKS. THE PURPOSE AT THIS STAGE WAS NOT REPEAT NOT TO "SOLVE PROBLEMS" OR "REACH AGREEMENTS". IT WAS RATHER AN ATTEMPT TO SEE MORE CLEARLY WHAT THE ISSUES WERE IN EACH SUBJECT AND TO AGREE ON HOW PROGRESS COULD BEST BE MADE IN THE COMING YEAR. THE RESULTS COULD BE DIRECTIVES TO THE DELEGATIONS IN GENEVA, MORE BILATERAL TALKS ON THE TECHNICAL LEVEL, FURTHER CONSIDERATION OF POSITIONS ON ONE OR BOTH SIDES, ETC. THE DEPTH OF DISCUSSIONS AND OUTCOME WOULD OBVIOUSLY VARY WITH THE TOPIC. IT WAS NOT EXPECTED THAT EITHER SIDE WOULD HAVE EXPERTS ALONG FOR DETAILED DISCUSSIONS; THE JANUARY 22 MEETING WOULD BE A HIGH-LEVEL MANAGEMENT REVIEW. IN ORDER TO SEE WHERE TO GO, HOWEVER, THERE WOULD NECESSARILY HAVE TO BE EXCHANGES ON SUBSTANCE AS WELL. THE DISCUSSION WOULD NOT BE USEFUL IF CONFINED TO PROCEDURAL MATTERS OR IF EACH SIDE JUST REPEATED WELL-KNOWN POSITIONS.

3. IN SUMMARY, GUNDELACH HOPED THE OVER-ALL RESULT WOULD BE A SERIES OF CONCLUSIONS DESIGNED TO GET THE NEGOTIATIONS MOVING. THE WORK PROGRAM FOR ONE PARTICULAR AREA MIGHT INVOLVE EXPERTS TALKING ABOUT SPECIFIC SOLUTIONS. IN SOME OTHER AREA, WE MIGHT AGREE THAT THE PROBLEMS WERE POTENTIALLY EXPLOSIVE OR THAT THE TIMING WAS NOT YET RIGHT TO PROCEED WITH TRYING TO NARROW DIFFERENCES. THUS, THE ANSWER HERE MIGHT BE TO LAY OFF FORMAL MEETINGS FOR THE TIME BEING AND CONTINUE THE BILATERAL DISCUSSINS.

4. AMBASSADOR GREENWALD GAVE HIS PERSONAL REACTION THAT GUNDELACH'S CONCEPT OF JANUARY 22 MEETING WAS SHARED BY AMBASSADOR DENT. HE SUGGESTED THAT NEXT STEP WOULD BE TO WORK OUT A LIST OF TOPICS. IN THIS CONNECTION, GUNDELACH AGREED THAT TWO-LIST APPROACH (PARA 4 REFTEL) WAS WRONG. HE PROPOSED THAT THE DELEGATIONS IN GENEVA BE ASKED TO DEVELOP A LIST OF SUBJECTS FOR JANUARY 22 DISCUSSION,

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TOGETHER WITH A STATEMENT OF THE STATE OF PLAY ON EACH ITEM. HUNDELACH STRESSED THAT WE SHOULD NOT APPROACH THE LIST IN ANY DOGMATIC WAY, AND THAT IT SHOULD SIMPLY BE AN EFFORT TO HELP THE PRINCIPALS MEETING IN JANUARY TO IDENTIFY WHERE THE PROBLEMS ARE AND HOW WE SHOULD GO ABOUT SEEKING SOLUTIONS.

5. IN HIJZEN'S ABSENCE, PHAN VAN PHI WAS CALLED IN TO JOIN

THE MEETING. MEMBER OF SOAMES' CABINET (FORTESCUE) TOOK NOTES AND WILL BE DRAFTING THE CABLE TO BE SENT TO THE EC DELEGATION IN GENEVA. IF APPROACH OUTLINED BY GUNDELACH IS ACCEPTABLE TO USG, SIMILAR INSTRUCTIONS WOULD BE SENT TO USMTN DEL GENEVA. GREENWALD

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